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LENDER NEWS

U.S. SMALL BUSINESS ADMINISTRATION - DES MOINES DISTRICT OFFICE

September, 2004

From the District Director's Desk

Opportunities for Markets and Access

Dear Lender:

In my contacts the past few months with small businesses in Iowa the topic of a number of discussions has been the question, "How can my business access government contracts or get in the door to sell my products to the government or large businesses?"

An answer to the question can be found in the services of SBA's Office of Government Contracting and Office of Minority Enterprise Development.

The Office of Government Contracting (GC) "works to create an environment for maximum participation by small, disadvantaged, and woman-owned businesses in federal government contract awards and large prime subcontract awards." They advocate on behalf of the small business in the federal procurement arena.

Marlin Franksen, (319) 362-6405 x208 in our Cedar Rapids office along with Dwight Johnson (402) 221-7206 in Omaha from GC are local representatives that are available to assist small businesses in the state.

The Office of Minority Business Development offers a program of assistance to improve competitiveness for socially and economically

disadvantaged firms. Dawnelle Conley explains the program and recent enhancements on the next page. Information on these programs can be found on our Web site under Business Opportunities at: www.sba.gov/businessop/index.html

The President has brought additional focus to the value of our programs and services by the establishment of a Center For Faith-Based and Community Initiatives within SBA as part of the White House Office of Faith-Based and Community Initiatives.

As part of this initiative we will be enhancing our efforts to assist local organizations in identifying, training and assisting in the financing of entrepreneurs and small businesses, particularly in economically distressed communities. Through this initiative we hope to better serve you and your local communities. For more information go to www.sba.gov/fbci/ - a site which will be continually updated as this initiative proceeds.

Sincerely,

Joseph M. Folsom
District Director

"SBA Loans = Profitability" CD Still Available

As we mentioned in last month's newsletter, the SBA is currently distributing a CD containing a PowerPoint® slide show entitled "SBA Loans = Profitability." Put together by the Tennessee District Office, this CD is now being distributed nationally by the SBA.

If you've not already requested one, or didn't get a chance to pick one up at the Iowa Bankers Convention, you can still get one by mail by e-mailing your name and address to thomas.lentell@sba.gov

INFORMATION

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LowDoc Processing Center

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(916) 930-2180 FAX

Fresno Servicing Center

Fresno, CA
(559) 487-5650
(559) 487-5803 FAX

Liquidation & Purchase Center

Herndon, VA
(703) 487-9283
(202) 481-4674 FAX

PLP Processing Center

Sacramento, CA
(916) 930-2463 or 930-2460
(916) 930-2160 FAX

Colson Reminder

It is no longer necessary to send/fax a copy of your SBA 1502 to our district office for tracking purposes. *All reports are still required to be sent to Colson Services directly by the 5th business day of each month.*

Procurement Opportunities Through 8(a)/SDB Electronic Certification

The SBA's 8(a) Business Development Program, named for a section of the Small Business Act, is a business development program created to help small disadvantaged businesses (SDBs) compete in the American economy and access the federal procurement market.

The 8(a) program offers a broad scope of assistance to socially and economically disadvantaged firms. SDB certification strictly pertains to benefits in Federal

procurement. 8(a) firms automatically qualify for SDB certification.

We're excited about introducing the new 8(a)/SDB Electronic application. We hope that it will revolutionize the way the Business Development Program Office oversees 8(a) and Small Disadvantaged Business Certification, and that the process will prove to be a more streamlined, user-friendly, and easier method for applicants to apply for certification

<https://sba8a.simplicity.com/applicants/guide>

Before applying for certification, the SBA highly recommends that you take the on-line training course on SBA certification programs, available at: www.sba.gov/training/courses.html

For more information regarding SBA certification programs, visit www.sba.gov or call Dawnelle Conley at (515) 284-4913.

Next SBA LowDoc Training - December 7th in Johnston

Lender Training Available - LowDoc, SBAExpress, Program Overview

The next LowDoc training session will be held from 1:30 - 3:30 p.m. on Tuesday, December 7, 2004 at the Iowa Bankers Association Building, 8800 NW 62nd Avenue in Johnston.

This training session will provide in-depth training on SBA's popular LowDoc loan program, as well as an overview and update of SBA programs.

For more information and/or to register, contact Tom Harbison at (515) 284-4653 or at thomas.harbison@sba.gov

The SBA offices in Des Moines and Cedar Rapids have recently worked with a number of lenders to provide training on SBA programs and services. Whether it's an overview of all our programs, or more specialized training - such as

LowDoc and SBAExpress, we can put together a training session that meets your needs and your schedule.

For more information, or to schedule a training, contact Tom Harbison at the Des Moines District Office at (515) 284-4653 or Dee Ann Glover at the Cedar Rapids Branch Office at (319) 362-6405 ext. 203.

SBA Lender Activity Report for August

LENDER NAME	LOCATION	#	AMOUNT	LENDER NAME	LOCATION	#	AMOUNT
Wells Fargo Bank	Iowa	7	\$478,200	Glenwood State Bank	Glenwood	1	\$140,000
First American Bank	Clive	6	\$2,198,650	Heartland State Bank	Gowrie	1	\$45,000
U.S. Bank	Iowa	6	\$203,000	Shelby County State Bank	Harlan	1	\$250,000
Capital One	Virginia	6	\$205,000	MidStates Bank	Harlan	1	\$150,000
Iowa Business Growth Co.	Johnston	5	\$1,257,000	Humboldt Trust & Savings Bank	Humboldt	1	\$60,000
Polk County Bank	Johnston	3	\$608,000	Charter Bank	Johnston	1	\$50,000
Northwest Bank & Trust Co.	Davenport	3	\$801,300	Malvern Trust & Savings Bank	Malvern	1	\$70,000
First American Bank	Fort Dodge	2	\$275,000	Raccoon Valley Bank	Perry	1	\$90,000
Hedrick Savings Bank	Hedrick	2	\$45,000	First State Bank Iowa	New Hampton	1	\$130,500
Siouxland Econ. Dev. Corp.	Sioux City	2	\$372,000	American State Bank	Sioux Center	1	\$147,000
West Bank	WDM	2	\$97,000	Black Hawk Co. Econ. Dev.	Waterloo	1	\$282,000
Bank of America	Iowa	2	\$16,000	First Bank	WDM	1	\$125,000
Cedar Rapids Bank & Trust Co.	Cedar Rapids	2	\$128,800	Freedom Financial Bank	WDM	1	\$106,000
Quad Cities Bank & Trust Co.	Bettendorf	2	\$122,900	United Bank & Trust Co.	Florida	1	\$960,000
Exchange State Bank	Adair	1	\$43,300	Bank Midwest Minnesota	Minnesota	1	\$98,000
Peoples Trust & Savings Bank	Adel	1	\$130,000	Tier One	Nebraska	1	\$50,000
Community Bank	Alton	1	\$75,000	Chelsea Savings Bank	Belle Plaine	1	\$125,000
Community State Bank	Ankeny	1	\$22,500	First National Bank of Cedar Falls	Cedar Falls	1	\$132,000
Quad City Bank & Trust	Bettendorf	1	\$25,000	Dubuque Bank & Trust Co.	Dubuque	1	\$150,000
Iowa Prairie Bank	Brunsville	1	\$40,000	First Central State Bank	DeWitt	1	\$65,000
Iowa Trust & Savings Bank	Centerville	1	\$150,000				
Exchange State Bank	Exira	1	\$54,500				

The following lenders in Iowa were participant lenders in the SBA's 504 loan program during the month of August.

LENDER NAME	LOCATION	#	AMOUNT	LENDER NAME	LOCATION	#	AMOUNT
Freedom Financial Bank	WDM	1	\$275,000	Iowa Prairie Bank	Merrill	1	\$250,000
Northwoods State Bank	Mason City	1	\$182,585	First American Bank	Fort Dodge	1	\$455,000
Wells Fargo Bank	Clive	1	\$141,500	Clinton National Bank	Clinton	1	\$358,000
First Federal Bank Shares	Sioux City	1	\$220,000	MidWestOne Bank	Burlington	1	\$696,315